

## Message Text

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PAGE 01 PRAGUE 00645 130745Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----087025 130753Z /20

R 130710Z MAR 78  
FM AMEMBASSY PRAGUE  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 4906  
AMEMBASSY VIENNA

UNCLAS PRAGUE 0645

VIENNA FOR TRADE FAIR SUPPORT OFFICE

E.O. 11652: N/A  
TAGS: BEXP, CZ  
SUBJ: FY-79 TRADE PROMOTION SCHEDULE

REF: A) USDOC 4522, B) PRAGUE 0519, C) USDOC 3668

1. EMBASSY BELIEVES THAT POLLUTION CONTROL IS MORE PROMISING THEME FOR TECHNICAL SALES SEMINAR THAN FIRE SAFETY, ALTHOUGH FIRE SAFETY ALSO HAS GOOD POSSIBILITIES, AND WOULD PREFER TO HAVE POLLUTION CONTROL TSS DURING FY 79.

2. UNFORTUNATELY WE ALSO BELIEVE THAT SEPTEMBER IS A TERRIBLE MONTH FOR ANY TRADE PROMOTION ACTIVITY IN CZECHOSLOVAKIA OTHER THAN BRNO FAIR PARTICIPATION. EMBASSY RESOURCES WOULD CERTAINLY BE STRAINED, BUT MORE IMPORTANTLY, CZECHOSLOVAK USERS ARE UNABLE TO FOCUS ON ANYTHING OTHER THAN THE FAIR AT THAT TIME OF YEAR. THEY GENERALLY DRIFT IN FROM THEIR SUMMER VACATIONS JUST IN TIME FOR THE BIG BRNO EVENT. OUR PRELIMINARY MARKET RESEARCH CONFIRMS OUR HUNCH THAT POLLUTION CONTROL EQUIPMENT AND TECHNOLOGY HAVE GREAT POTENTIAL IN THIS COUNTRY, AND WE WOULD BE SADDENED TO SEE THIS IMPORTANT TOPIC WASTED THROUGH BAD TIMING.

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3. IF POLLUTION CONTROL CANNOT BE RESCHEDULED FOR EARLIER OR LATER IN THE YEAR, EMBASSY MUST ACCEPT SUGGESTED ALTERNATIVE OF BUILDING FIRE SAFETY TSS IN APRIL 1979 WITH THE HOPE THAT POLLUTION CONTROL CAN BE SCHEDULED AS SOON IN FY 80 AS POSSIBLE.  
BYRNE

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NNN

## Message Attributes

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**Concepts:** n/a  
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**Review Markings:**  
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